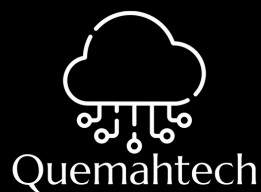


QUEMAHTECH

COMPANY PROFILE

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Quemahtech: Pioneering Excellence in Automation Solutions

Quemahtech: Pioneering Excellence in Automation Solutions
Founded in January 2025, Quemahtech emerges as a distinguished name in the realm of automation, based in the serene and picturesque city of Margao, Goa. Born from the rebranding of Alpha Electronics and Engineering, a trusted pioneer in the industry since 1995, Quemahtech combines decades of expertise with cutting-edge technology to redefine automation across industries. Certified under Startup India by the Department for Promotion of Industry and Internal Trade (DPIIT) and the Ministry of Corporate Affairs and MSME, Quemahtech is poised to lead the future of intelligent automation. Our hallmark lies in offering end-to-end, turnkey automation solutions with an uncompromising commitment to quality and service excellence.

Who We Are

At Quemahtech, we are visionaries dedicated to crafting innovative, sophisticated, and transformative automation solutions. Our team of experts brings a wealth of knowledge and passion for technological advancement, focusing on providing our clients with seamless, tailored solutions that cater to their specific needs. With a blend of creativity and technical proficiency, we continuously challenge the boundaries of what automation can achieve.

Our strength lies in our in-house expertise—from Research & Development to Vendor Onboarding, from Sales & Marketing to After-Sales Service. By maintaining complete control over every aspect of our projects, we ensure that each solution is meticulously crafted, flawlessly executed, and impeccably maintained.

What we do?

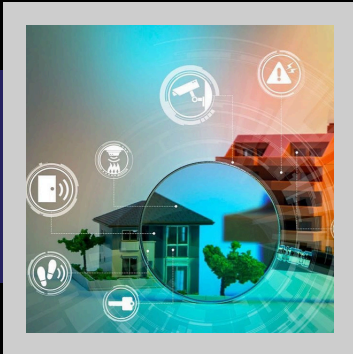


At Quemahtech, we specialize in designing and implementing advanced automation systems that elevate businesses and institutions to new heights of efficiency and sophistication. Our full suite of services spans the entire lifecycle of automation—from the initial consultation to system design, seamless integration, and comprehensive post-installation support.

We offer:

- **Bespoke Automation Solutions:** Tailored systems that are meticulously designed to meet the distinct needs of each client.
- **Turnkey Projects:** Complete solutions that encompass design, development, implementation, and ongoing service.
- **Strategic Vendor Partnerships:** We collaborate with only the finest vendors to ensure the highest quality products and services.
- **Post-Implementation Support:** Our commitment to excellence extends beyond installation, offering dedicated after-sales service to ensure long-term satisfaction.
- **Innovative Research & Development:** We continuously invest in pioneering technologies that ensure our solutions remain at the forefront of the industry.





Industries we serve

Quemahtech stands as a trusted partner across several dynamic industries, providing exceptional automation solutions that drive growth, optimize processes, and create lasting value. Here is how we serve each sector with unmatched precision:

Home Automation

Redefining the way we live, home automation integrates intelligent systems into the very fabric of daily life, offering unparalleled convenience, security, and energy efficiency.

Benefits of Home Automation:

- **Seamless Control:** Effortlessly manage lighting, climate, security, and entertainment systems through voice commands or mobile applications.
- **Uncompromising Security:** Robust, automated security features that provide peace of mind, including surveillance systems, smart locks, and motion sensors.
- **Efficient Energy Management:** Optimizing energy consumption, resulting in significant cost savings and environmental benefits.
- **Elevated Living:** Adding sophistication and comfort to your home, increasing its value and appeal.

Hotel Automation

In hospitality, where luxury and efficiency intersect, our hotel automation systems offer bespoke solutions that transform the guest experience while streamlining operations.

Benefits of Hotel Automation:

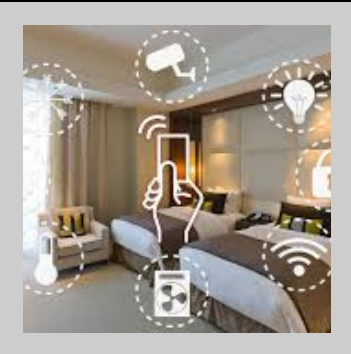
- **Personalized Guest Experience:** Tailor each room's environment, from lighting and temperature to entertainment, for an extraordinary stay.
- **Operational Excellence:** Reduce manual intervention, enhancing efficiency across check-in, room service, and facility management.
- **Sustainability & Cost Savings:** Optimize energy use, reducing costs while maintaining high standards of service.
- **Data-Driven Insights:** Utilize analytics to create personalized experiences, improving customer satisfaction and loyalty.

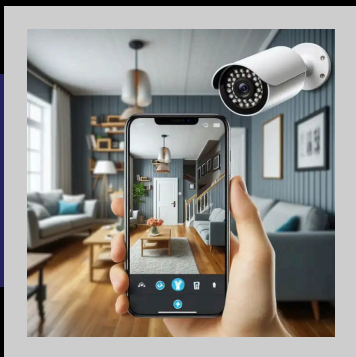
Hospital Automation

In healthcare, where precision and reliability are paramount, automation enhances patient care, streamlines administrative processes, and ensures compliance.

Benefits of Hospital Automation:

- **Enhanced Patient Care:** Automated monitoring systems provide real-time data, enabling faster, more informed medical decisions.





- **Streamlined Operations:** Automation of scheduling, billing, and inventory management increases efficiency and reduces errors.
- **Cost-Effective Operations:** Minimize administrative overhead and staffing costs while enhancing service delivery.
- **Regulatory Compliance & Safety:** Ensure adherence to healthcare standards and safeguard patient well-being through automated safety protocols.

Agricultural Automation

Agriculture, the cornerstone of our food system, has been revolutionized by automation, leading to more sustainable practices, greater yields, and efficient resource management.



Benefits of Agricultural Automation:

- **Precision Agriculture:** Utilize sensors and data analytics for real-time crop monitoring and targeted interventions, optimizing yields.
- **Resource Efficiency:** Automate irrigation, fertilization, and pesticide applications, reducing waste and environmental impact.
- **Sustainability:** Promote sustainable farming practices by reducing resource consumption and improving land health.
- **Increased Productivity:** Automating planting, harvesting, and crop management boosts output while reducing manual labor costs.



Education Automation

In the realm of education, automation is reshaping how institutions manage resources, engage students, and streamline administrative functions.

Benefits of Education Automation:

- **Enhanced Learning:** Adaptive learning platforms provide personalized educational experiences, catering to individual student needs.
- **Administrative Efficiency:** Automate attendance, grading, and timetable management, allowing faculty to focus on teaching.
- **Engaged Students:** Interactive and immersive technologies create dynamic learning environments, boosting engagement and participation.
- **Resource Optimization:** Improve energy management and campus operations, reducing waste and increasing sustainability.

Industrial Automation

For industries and manufacturing sectors, automation is the key to operational excellence—driving higher productivity, quality, and worker safety.

Benefits of Industrial Automation:

- **Increased Output:** Automation maximizes production efficiency, reducing downtime and improving throughput.





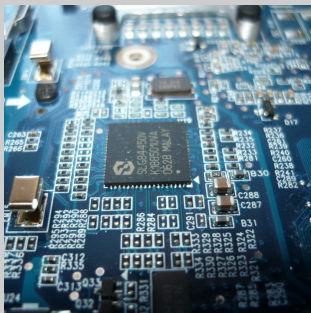
- **Quality Assurance:** Ensuring product consistency and precision with minimal human error, resulting in superior quality control.
- **Worker Safety:** By automating hazardous tasks, we significantly reduce the risk of workplace accidents.
- **Cost Efficiency:** Optimizing labor and operational costs while maximising profit margins.

**Discover the Future of Automation.
Contact Us Today.**

At Quemahtech, we are not just creating automation systems; we are crafting intelligent ecosystems that enable businesses and industries to thrive. Explore the transformative potential of automation with us, and let us help you shape a smarter, more efficient future.

Our Expertise across Industries

At Quemahtech, our experience extends to a wide array of industries, thanks to the foundation laid by Alpha Electronics and Engineering. Over the years, Alpha Electronics and Engineering has been at the forefront of delivering high-quality automation solutions across sectors such as Shipping, Hospitality, Aviation, and Industrial Estates. Here's a glimpse of the industries we've worked with and the key projects executed under the expertise of Alpha Electronics and Engineering:



Shipping Industry

In the shipping sector, Alpha Electronics and Engineering has provided critical automation and control solutions, specializing in engine room controls, radar controls, bilge systems, fire alarm systems, and calibration of meters and valves. Our contributions have been pivotal in ensuring that these essential systems operate with precision, reliability, and safety.

Key Projects in the Shipping Industry (Executed by Alpha Electronics and Engineering):

- Goa Shipyard Limited
- Western India Shipyard Limited
- Deltin Casino Ships
- Lavgan Shipyard (Ratnagiri, Maharashtra)
- Indian Naval Base (Goa and Karwar)

These projects reflect our longstanding expertise in supporting the maritime industry, ensuring vessels operate smoothly and safely.

Hospitality Industry

In the hospitality sector, Alpha Electronics and Engineering has been instrumental in automating critical systems such as laundry machines, kitchen equipment, HVAC systems, and hotel intercom and access systems. Our work in hospitality has focused on enhancing operational efficiency and creating a seamless guest experience.





Key Projects in the Hospitality Industry (Executed by Alpha Electronics and Engineering):

- Laundry Machines: Speedqueen, Maytag, Huebsch, Bosch
- Kitchen Equipment: Bain Maries, Dishwashers, Chillers (Hobart, Milner, Bugatti)
- HVAC Systems: Carrier, Daikin, Mitsubishi
- Hotel Systems: Intercom & EPABX, Key Card Access Systems (Vingcard/Assa Abloy), Fire Alarm Systems, WIFI Installation



Notable Hotels and Resorts:

- Leela Goa
- Ramada (now Caravela)
- Kenilworth Resort & Spa
- Majorda Beach Resort
- Bogmalo Beach Resort

These projects have helped top-tier hotels and resorts elevate their service standards and ensure the seamless operation of their amenities, contributing to an enhanced guest experience.

Industrial Estates



With Alpha Electronics and Engineering's deep involvement in the industrial sector, we have worked extensively across Goa's industrial estates, providing electrical and electronic reconditioning of panels, PLC installations, and machinery customization. Our expertise in adapting machinery to meet specific industrial needs has made us a trusted partner for businesses large and small.



Key Contributions to Industrial Estates (Executed by Alpha Electronics and Engineering):

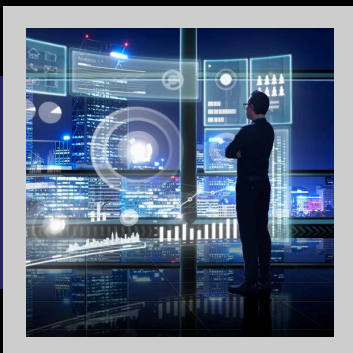
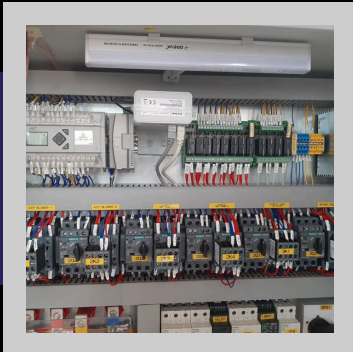
- Electrical & electronic panel reconditioning
- PLC installations and configurations
- Machinery customisation to meet industry needs

Our efforts have optimised operations across multiple sectors, reducing downtime and enhancing productivity for a diverse range of industries.

The Legacy Continues...

At Quemahtech, we don't just deliver automation—we bring decades of industry experience and a commitment to excellence. From Alpha Electronics and Engineering to Quemahtech, we continue to set new standards in automation technology, helping our clients achieve greater efficiency, productivity, and success.

Furthermore, Alpha Electronics and Engineering will continue to provide robust after-sales service and work on Annual Maintenance Contracts (AMCs). Our dedicated team of engineers and technicians will carry on supporting clients under the banner of Quemahtech, ensuring that every system remains operational and efficient long after installation.

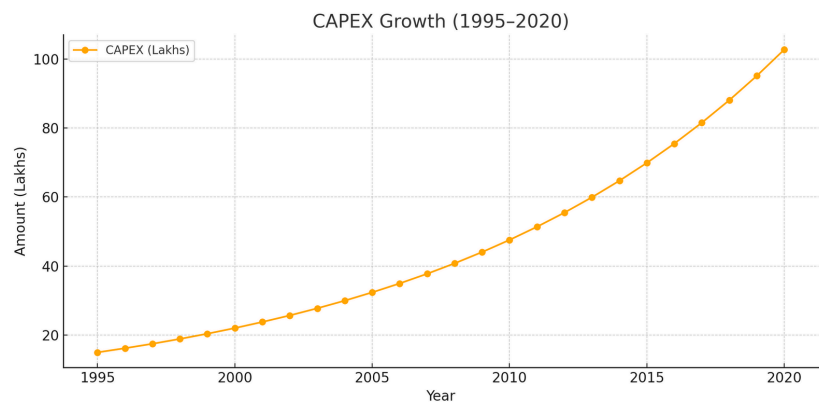
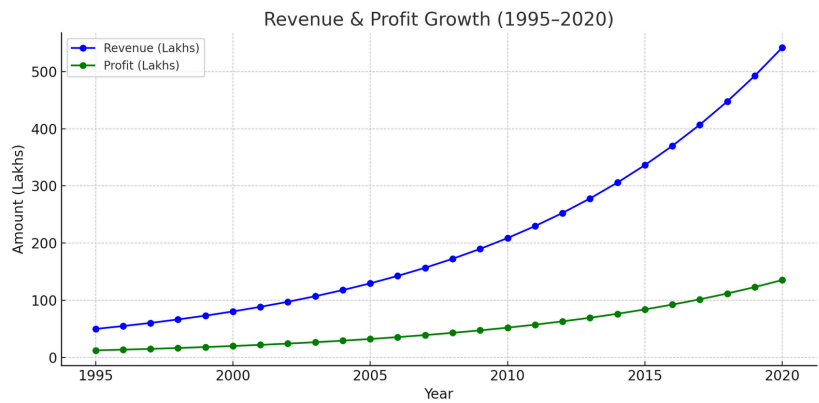


Alpha Electronics & Engineering: Financial Performance Analysis (1995–2020) & Future Projections (2021–2025)

Historical Performance (1995–2020)

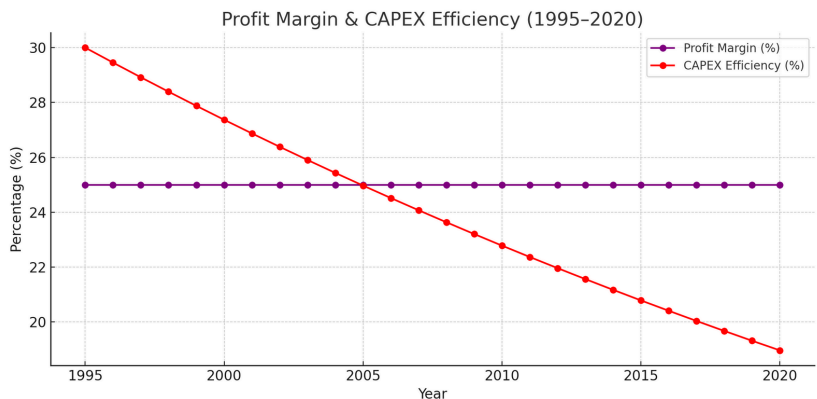
Alpha Electronics & Engineering has shown consistent financial growth since its inception in 1995. The company started with an initial capital expenditure (CAPEX) of ₹15 lakhs and generated ₹50 lakhs in revenue during its first year, with profits of ₹12.5 lakhs (25% margin). Over the years, revenue has grown steadily at an average annual rate of 10%, culminating in ₹527.17 lakhs by 2020. Profits followed a similar trajectory, maintaining a stable margin throughout the period.

- Cumulative Profit: ₹1348.72 lakhs
- Cumulative CAPEX: ₹938.60 lakhs
- ROI (2020): 143.69%



Financial Insights

- The Profit Margin remained stable at 25%, indicating strong cost management.
- The CAPEX-to-Revenue Ratio decreased from 30% in the initial years to 13% by 2020, reflecting economies of scale.
- The company maintained a Revenue Growth Rate close to the target of 10% year-on-year.



Conclusion

Alpha Electronics & Engineering has demonstrated remarkable growth and operational efficiency over the past 25 years. With solid financial fundamentals, prudent investment strategies, and consistent year-on-year revenue growth, the company has successfully navigated industry challenges while maintaining profitability. The company's efficient management of CAPEX and stable profit margins reflect its strong market position and potential for continued growth in the future.

Our Partners:



Why Automation?

Automation is revolutionizing industries across the globe, and its benefits are undeniable. By integrating intelligent systems into homes, commercial spaces, factories, and farms, automation improves comfort, convenience, safety, and efficiency. With Quemahtech, you're not just investing in the latest technology; you're partnering with a company that provides end-to-end solutions—from sourcing top-tier automation products made in India to offering after-sales support and service.

The key benefits of automation include:

Cost Efficiency: Reduces manual labor and optimises human resources.

Minimises waste and maximises energy usage, saving on utilities.

Increased Safety and Security:

Real-time monitoring and instant alerts via advanced surveillance systems, smart access controls, and sensors.

Comprehensive protection against intrusions, fire, and other potential risks.

Convenience and Comfort:

Streamlined control over lighting, temperature, entertainment, and other systems for maximum comfort and personalisation. Seamless integration of smart devices to automate everyday tasks, saving time and effort.

Sustainability:

Renewable energy solutions like solar and wind power reduce dependency on conventional energy sources. Optimised resource usage in agriculture and industrial applications promotes better environmental outcomes.



Our Recognitions:



M MINISTRY OF
C CORPORATE
A AFFAIRS
GOVERNMENT OF INDIA



वसुधैव कुटुम्बकम्
ONE EARTH • ONE FAMILY • ONE FUTURE



Government of India
Ministry of Commerce and Industry
Department for Promotion of Industry and Internal Trade

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Ministry of
Skill Development
And Entrepreneurship



MSME
MICRO, SMALL & MEDIUM ENTERPRISES
सूक्ष्म, लघु एवं मध्यम उद्यम
OUR STRENGTH • हमारी शक्ति

Why Quemahtech?

Comprehensive End-to-End Services:

From vendor acquisition to product sourcing, sales, marketing, and after-sales support, we manage everything so you don't have to worry about a thing.

Partnerships with Top Manufacturers:

We work with India's leading manufacturers to ensure top-quality products that are reliable, affordable, and tailored to your needs.

In-House Expertise:

Our highly trained team is always ready to provide technical support, system integration, and maintenance services.

Efficient Support Systems:

With an established contact centre and a responsive support team, we are always available to help with any questions or issues.

Tailored Solutions for Every Sector:

We offer customised solutions for homes, commercial spaces, industries, education, agriculture, and mobility, ensuring optimal performance and value.

By choosing Quemahtech, you are partnering with a trusted leader in automation solutions that goes beyond just technology – we deliver a comprehensive experience that ensures efficiency, safety, sustainability, and comfort for your space.





QUEMAHTECH PRIVATE LIMITED

Innovate tomorrow, today!

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CIN: U311GA2022OPC015139 | GSTIN: 30AACQ8038R1Z2 | MSME: UDYAM-GA-02-0006149

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